

SHERRY SCALERCIO-ISENBERG

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QUALIFICATION HIGHLIGHTS:

- Deep knowledge and understanding of:
- **Liquidity Risk Management and related FED, Regulatory Reporting for Banks and 'Covered' Companies**
- **Published White paper titled: Liquidity Risk Management and Compliance on Wall Street.**
 - Functional line experience and senior management accountability for:
 - **Software project Implementations** and software Support Services team, Including direct Involvement in documenting current business processes, developing Business Requirements documents [BRD's] for Reports and solutions in order to automate end-to-end workflow processes.
- **Excellent presentation skills** and experienced in preparing, presenting financial presentations to the **Board of Directors at Lombard Risk Management.**

****Global** experience in working with clients and teams across the globe, Americas, Europe and Asia. Banks and firms include: **Deutsche Bank, Societe Generale Bank, Bank of New York, Northern Trust Bank, TD Bank, Alliance Bernstein, Bank of Boston**

Employment History

TWCG, LLC [The Wallstreet Capital Group]

January 1, 2014 – Present
New York, NY

Position- Title: Managing Director and Partner [Owner]

Consulting and Advisory includes:

- **Total liquidity risk management**, encompassing Treasury Operations, Collateral mgmt. Operations, **stress testing/scenario analysis**, CCAR, DFAST.
- **Legal and Compliance**, generally focused on Federal laws, **Prose litigation** against Bank Fraud directed at Consumers.
Dodd Frank regulations [**2052a, b reporting, LCR, etc.**]
- Documenting current business processes, developing BRD's (Business Requirements documents) and specifications for Reports and identifying software solutions available to automate end-to-end workflow processes. Also, advisory work for slow growth & start-up software firms.
- **Actualize Consulting LLC** **Jan 2013 – Jan 2014**
New York, NY

Title: Managing Director, of Collateral Mgmt. & Treasury Practices

Position Overview – Reporting to Principle Owner of the firm – Responsible for developing and executing the business strategy and managing the P&L, under Capital markets.

Lombard Risk Management {PLC}

June 2010 - Jan 2012

Title: Managing Director, Head of Americas & NYC Office General Manager [14 Direct reports]

Product focus: OTC Derivatives Collateral Management, Liquidity Management, Regulatory Reporting

Position Overview: Reporting to CEO – Responsible for the Americas team, including: Sales, Marketing, software implementations and NYC client support Services functions.

- Notable accomplishments at Lombard Risk Management:

With my leadership, the Americas team **closed the largest revenue deal in the history of the company with Societe Generale Bank a \$3.4m+ global deal. I managed the relationships with the London and France offices.**

Launched a new reporting product & Liquidity stress testing product in US; spent time at our Shanghai office working with our Shanghai based development team to build out US product specifications. Instituted ground work and planning for entry to **Brazil for OTC derivatives collateral management**

Broad ridge-TWOFOUR (LLC)

May 2009- June 2010

Title: Managing Director,

Position overview: Software Sales & Operations infrastructure consulting project.

Product focus: Treasury, Cash Management and Foreign Exchange

Fiserv- Check Free

June 2007 – February 2008

Jersey City, NJ

Title: Vice President of North America Sales – Investment Services Division

Product focus: Corporate Actions, Mid-Back Equities/Fixed Income Processing, Rev Fee Billing, Portfolio Mgmt-

Position Overview – Reporting to Global SVP & General Mgr – Part of Senior Mgmt team, new position created to develop new business, integrate and grow N. America sales team for Institutional business across 5 acquired product lines. Revenue target was set at \$6 million. Direct reports include 3 Sales Execs, 2 Pre-sales Consultants and, 2 Inside Sales Consultants.

- ✦ Successfully implemented first phase of integration of sales forecasting, sales execution methodology & processes& compensation structure, across 5 product lines & 3 office locations (US & UK)

- + Significantly increased sales team pipeline by 70% to achieve a consistent level of 3-4x revenue target
- + Won 5 yr deal, \$6 million rev with new name client for Wealth Mgmt product; first sale in 2yrs on this product line, led the contract negotiations

Oracle-Hyperion

May 2005 – June 2007

New York, New York

Title: Director, Head of N. America Financial Services Vertical (Banking, & Capital Markets)

Product focus: Enterprise Business Intelligence Reporting Platform, Financial Planning & Analysis

Position Overview – Reporting to Regional VP – Responsible for leading a team of 19 (Sales, Business Development, Consultants) in support of managing the Financial Services vertical. National responsibility for top 50 relationships – JPMC, Citigroup, BofA, Merrill, Goldman Sachs, AIG, Marsh McLennan, MetLife, Morgan Stanley

- + **Sales Director of the year in 2006;** Achieved President’s Club and Inner Circle Award
 - **Achieved 128%** of annual license revenue quota. Achieved **204%** of Q4 revenue quota.
 - **Achieved 144%** of annual services revenue quota **Achieved 154%** of Q1 revenue quota
- + Mentored several seasoned professionals into sales executive roles in which one achieved ‘Rookie of the Year’ at 165% of quota
- + Negotiated & closed 4 enterprise-wide software deals; 2.5+mil each.

SunGard Treasury Systems

Livingston, New Jersey

7 years at SunGard Treasury systems in the following roles:

- **SunGard Vice President of North America Sales**

Product focus: Cash Management, Fixed Income, FX, FAS133 and Treasury Risk Management-

Responsibilities: 8 direct reports, sales and pre-sales team. Accountable for the sales team which included developing & executing business plans & achieving revenue targets in the fortune 1000 Treasury marketplace.

- + Achieved 100% Club Honors in 2004 as first year manager.
- + Mentored new sales executive who achieved #1 sales exec in division at 173% of quota.
- + Lead negotiator on significant software license agreements (AT&T, News Corp, Honeywell, CDC IXIS).

- **SunGard Sr. Regional Sales Executive**

Position Overview – Reporting to Vice President of sales. Responsible for the direct marketing and sales of Treasury, Risk Mgmt, FAS133 enterprise software applications and services to Fortune 1000 Treasury Executives, including new name accounts, current client accounts and all contract negotiations.

- + Achieved 100% Club Honors 4 years; 2000-2003 in every year of this position
- + Introduced and implemented new client reference program; achieved highest level of client references in division.

- **SunGard Treasury Pre-Sales & System Implementation Consultant**

Position Overview – Reporting to Vice President, Responsible for the technical & business sale objectives and for developing and presenting client-specific software demonstrations for Cash Management, **Fixed Income,** and **Derivatives.** **Also, responsible for** the implementation of the corporate Treasury software system.

Implemented the Toshiba treasury system, U-Haul Services Treasury system and the APS-Pinnacle West treasury system.

Arizona Public Service Company - Pinnacle West Capital Corp.

Phoenix, Arizona

Sr. Financial Analyst for Treasury Operations& Corporate Finance

Reporting to Vice President of Treasury Ops – Managed \$25-100 million of daily corporate cash, short-term debt and investments for APS and Pinnacle West. In this position, I worked the front to back office for the commercial paper desk& the back office for the energy trades.

Prepared the analysis for short-term financings of 100M+ and the Letters of Credit and the Revolving Credit lines. Also managed the monthly bank fee analysis and the quarterly administration of the bond covenant compliance with the external audit team. Special projects included project manager for the treasury system vendor selection & software implementation.

E D U C A T I O N

Western International University

MBA with emphasis in Finance

Applied Thesis: Mergers & Acquisitions

Arizona State University

Bachelor of Science degree in Finance

L I Q U I D I T Y A N D R I S K M A N A G E M E N T E X P E R I E N C E

In the Treasury Operations department at Pinnacle West Capital Corporation, our primary source of daily liquidity was our Commercial Paper program.

1. We issued A1P1 paper and A2P2 paper.
2. Goldman Sachs was our main CP dealer.
3. Our trading floor did weather derivatives & energy trades; I handled the cash margin calls for our broker, **Cantor Fitz Gerald** on energy trades.
4. Our debt structure **included First Mortgage Bonds** in which we paid quarterly & semi-annual interest payments in which a lot of **compliance oversight** was required in order to ensure we were always in compliance with our covenant & indenture requirements for Return on Assets ratio, Debt/Equity ratio, ROE, etc. I ran the CP desk and I was the sr. Treasury analyst that worked daily w/ Credit Suisse FB & our Goldman Sachs CP dealers.

Bank Projects:

- 2011: **Societe Generale Bank**, 2 sites, **Jersey City, New Jersey, U.S. And LA Defense, France**. Global implementation of Collateral mgmt. & **Central Clearing [CCP]**. Software
- 2010-2012: **Deutsche Bank**, 2 sites **NYC and London**. Global implementation of Collateral mgmt. & **Central Clearing [CCP]** software solution